

## Message Text

UNCLASSIFIED

PAGE 01 LA PAZ 04352 061812Z

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 W

-----062144Z 086191 /65

R 061700Z JUN 77

FM AMEMBASSY LA PAZ

TO SECSTATE WASHDC 5661

UNCLAS LA PAZ 4352

E.O. 11652: N/A

TAGS: BENC, BL

SUBJECT: MAJOR PROJECTS: STUDIES FOR COMITE DE OBRAS

PUBLICAS DE SANTA CRUZ.

REF: STATE 98676.

1: IN RESPONSE TO REFTEL WE HAVE SPOKEN WITH COMITE OFFICIALS IN SANTA CRUZ AND LA PAZ, SEEKING CLARIFICATION OF THE STUDIES THEY HAVE SOLICITED. WE HAVE CONFIRMED THAT THE COMITE IS SEEKING A RESPONSE FROM CONSULTING FIRMS, NOT FROM PRO-MOTORS OR INVESTORS. THE COMITE CLAIMS TO HAVE ARRANGED FINANCING.

COMMENT: ALTHOUGH THE COMITE DOES HAVE LOCAL SOURCES OF FUNDS, PRINCIPALLY FROM THE PETROLEUM REVENUES GENERATED BY THE SANTA CRUZ DEPARTMENT, WE BELIEVE THE COMITE WILL BEAR ONLY THE COST OF THE STUDIES SUBMITTED IN THE WINNING LICITATION. EXTERNAL FINANCING WILL LIKELY BE SOUGHT FOR THE PROJECTS THAT ARE ULTIMATELY SELECTED. END COMMENT.

2: THE BID SPECIFICATION OFFER VERY LIMITED INFORMATION ABOUT THE GENERAL CHARACTERISTICS OF THE PROJECTS THE COMITE WISHES TO SEE DEVELOPED. THE PROPOSED PROJECTS SHOULD MAKE MAXIMUM USE OF LOCALLY AVAILABLE RESOURCES, SHOULD CONCENTRATE ON BASIC INDUSTRY AND AGRO-INDUSTRY, AND SHOULD CONTRIBUTE TO THE DEVELOPMENT OF AN INDUSTRIAL INFRASTRUCTURE IN THE SANTA CRUZ REGION.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LA PAZ 04352 061812Z

3: BIDDING FIRMS ARE REQUIRED TO SUBMIT PROFILES OF THE 15 PROJECTS THEY RECOMMEND, ACCORDING TO AN OUTLINE CONTAINED IN THE SPECIFICATIONS. THE PROFILES SHOULD INCLUDE, FOR EXAMPLE, AN ANALYSIS OF DOMESTIC AND FOREIGN MARKETS AND PRICES FOR THE PRODUCT PROPOSED; A STUDY OF THE RAW MATERIALS AND OTHER INPUTS REQUIRED FOR PRODUCTION; A

DESCRIPTION OF THE TECHNOLOGY TO BE USED IN THE PROPOSED PLANT; A STATEMENT OF THE PRODUCTION LEVEL RECOMMENDED; AN ESTIMATE OF THE AMOUNT AND TYPES OF INVESTMENT REQUIRED AND OF THE NUMBER OF EMPLOYEES.

4: FROM THE 15 PROJECTS FOR WHICH PROFILES ARE SUBMITTED, FIVE ARE TO BE ELABORATED IN GREATER DETAIL, ACCORDING TO A PREFEASIBILITY STUDY OUTLINE CONTAINED IN THE BID SPECIFICATIONS.

5: FIRMS WISHING TO PARTICIPATE IN THE BID MUST EITHER BE ASSOCIATED WITH A BOLIVIAN FIRM OR EXPRESS A WILLINGNESS TO DO SO.

COMMENT: GIVEN THE SPARSE INFORMATION AVAILABLE IN THE SPECIFICATIONS REGARDING THE TYPE OF PROJECTS DESIRED, ASSOCIATION WITH A BOLIVIAN PARTNER WHO IS FAMILIAR WITH SANTA CRUZ DEVELOPMENT PLANS SEEMS ESSENTIAL.  
END COMMENT.

6: THE WINNING FIRM WILL BE AWARDED A CONTRACT TO COMPLETE DETAILED STUDIES, OVER A PERIOD OF NOT MORE THAN 255 CALENDAR DAYS, OF THE PROJECTS PROPOSED ON ITS BID.

7: COMMENT: IN DISCUSSING THIS LICITATION WITH US, THE LA PAZ REPRESENTATIVES OF THE COMITE DE OBRAS PUBLICAS DE SANTA CRUZ ADMITTED THAT MANY FIRMS HAVE OBJECTED TO THE REQUIREMENT THAT SPECIFIC PROJECTS BE PROPOSED AND OUTLINED IN THIS PREQUALIFICATION BID. HOWEVER, THE COMITE HAS NOT CHANGED THE BID FORMULA. IF THE LICITATION  
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 LA PAZ 04352 061812Z

DOES NOT DRAW SUFFICIENT COMPETITORS IN ITS PRESENT FORM AND IS THEREFORE WITHDRAWN, WE ARE PREPARED TO SUGGEST TO THE COMITE THAT IT BE REWRITTEN TO EXCLUDE THE REQUIREMENT THAT SPECIFIC PROJECTS BE PROPOSED AS A CONDITION OF QUALIFICATION.

8: ACTION REQUESTED: PLEASE ADVISE US OF ANY OBSERVATION POTENTIAL U.S. BIDDERS MAY HAVE REGARDING THE REQUIREMENTS OF THIS LICITATION AND ANY SUGGESTION THEY MAY HAVE FOR IMPROVING IT, IN THE EVENT THIS BECOMES POSSIBLE.  
STEDMAN

UNCLASSIFIED

NNN



## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 06-Jun-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977LAPAZ04352  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770201-0620  
**Format:** TEL  
**From:** LA PAZ  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770688/aaaacyvw.tel  
**Line Count:** 108  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 267fb784-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE 98676  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 27-Oct-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2265628  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MAJOR PROJECTS: STUDIES FOR COMITE DE OBRAS PUBLICAS DE SANTA CRUZ.  
**TAGS:** BENC, BL  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odhc://SAS/SAS.dbo.SAS\_Docs/267fb784-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009